

NCMA - Your Key to Professional Success

*US Army FY 05 CP-14 Intern Workshop
May 3, 2005*

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NCMA – Who We Are

- NCMA is a professional membership society for people interested in the practice of contract management.
- 18,000 members across the country and international.
- 140 chapters, in 7 regions.

NCMA's vision is to lead and represent the contract management profession as the association of choice.



From these industries

- Federal procurement
 - Defense acquisition
 - Civilian agency acquisition
 - Government contractors
 - Large and small businesses
 - Prime contractors, subcontractors, suppliers
 - Aerospace, defense, IT, services
- Private industry
- State and local government procurement



From these organizations

- Canadian Commercial Corporation
- Central Intelligence Agency
- Department of Defense
- Department of Health and Human Services
- Department of Homeland Security
- District of Columbia
- Federal Aviation Agency
- General Services Administration
- NASA
- United Space Alliance
- State of California
- Small Business Administration
- U.S. Air Force
- U.S. Army
- U.S. Navy
- U.S. Marines
- AT&T
- BAE Systems
- Bechtel Corporation
- The Boeing Company
- CACI
- CH2M Hill
- General Dynamics
- Hewlett Packard Company
- J.D. Edwards
- Lockheed Martin
- Lucent Technologies
- NCR
- Nike
- Northrop Grumman
- Novell
- Raytheon
- Rolls Royce



Our Values

- Principled professional conduct and achievement, as dictated by our Code of Ethics;
- An open exchange of ideas in a neutral forum;
- A culturally and professionally diverse membership;
- Excellence in everything we do, especially our service to our members and the contract management community;
- Continuing education, training and leadership opportunities through a network of local chapters;
- Remaining the preeminent source of professional development for contract professionals.



More values

We are also committed to:

- Growing the Association to serve the widest possible constituency in the field of contract management;
- Recognizing and rewarding professional excellence and superior individual achievement in support of the contract management profession;
- Demonstrated professional achievement through Certification;
- Quality volunteer leadership; and
- Members' independence of purpose, freedom of action, and responsibility to the people and organizations they serve.



What NCMA can offer YOU -

- Networking
- Education and training
- Information and publications
- Leadership opportunities
- Professional Certification



What is a Profession? Who is a Professional?



A Profession(al) Is Defined by ...

- Service to the benefit of the public good, rather than for private gain
- Rigorous conditions for entry:
 - Broad liberal education
 - Extensive, specialized education and training
 - Relevant experience
 - Demonstration of competency
- Continuing education and training requirements
- Self-regulation and enforcement of standards



Is Contract Management a Profession? Are You a Professional?



YES, you are a PROFESSIONAL - If you

...

- Are a member of NCMA and conform to its Code of Ethics
- Meet the prerequisites for NCMA certification
- Apply for certification
- Prepare for the certification exams
- Successfully complete the certification exams and earn the CFCM, CCCM, or CPCM designations
- Continue to practice in the field and maintain your certification through continuing training and education



You are also a **PROFESSIONAL** if you ...

- Meet the current DAWIA standards for the 1102 field
- Conform to Army and DoD ethics standards
- Achieve DAWIA Level I, II, or III certification
- Fulfill DoD and Army continuing education requirements

BUT – DAWIA standards are not
universally recognized
by private industry



NCMA's Certifications

- *Certified Federal Contracts Manager-CFCM*
- *Certified Commercial Contracts Manager-CCCM*
- *Certified Professional Contracts Manager-CPCM*



CFCM - requirements

- *Two examinations*
 - *Objective (multiple choice)*
 - *3 hours each in length*
 - *Approx 110 questions*
- *Federal Knowledge*
 - *Tests the FAR*
- *General Business*
 - *Tests undergraduate level competency in Finance, Economics, Accounting, Operations Management, Marketing, and Quantitative Methods*



CFCM Prerequisites

- *Baccalaureate degree from a regionally accredited college or university and the equivalent of 24 semester hours of business-related courses*
- *A minimum of 2 years of experience in contract management or a related field*
- *A minimum of 120 classroom hours of specialized training in contract management or related subjects, 40 of which are specific to federal contracting.*



Certified Commercial Contracts Manager CCCM - requirements

- *Two examinations*
 - *Objective (multiple choice)*
 - *3 hours each in length*
 - *Approx 110 questions*
- *Commercial Knowledge*
 - *Tests the Uniform Commercial Code and related information*
- *General Business*
 - *Tests undergraduate level competency in Finance, Economics, Accounting, Operations Management, Marketing, and Quantitative Methods*



CCCM Prerequisites

- *Baccalaureate degree from a regionally accredited college or university and the equivalent of 24 semester hours of business-related courses*
- *A minimum of 2 years of experience in contract management or a related field*
- *A minimum of 120 classroom hours of specialized training in contract management or related subjects, 40 of which are specific to commercial contracting.*



Certified Professional Contracts Manager (CPCM)

- *Candidates must earn the CFCM and the CCCM prior to applying for CPCM candidacy*
- *The entire Contract Management Body of Knowledge is covered in the three previously mentioned modules. There is no separate CPCM exam*



CPCM Prerequisites

- *Certification as a CFCM and a CCCM*
- *Minimum of 5 years' experience in contract management or a related field*
- *1-3 page self-authored "Statement of Professional Qualifications"*
- *Advanced degree in business, management, or a related field from a regionally-accredited college or university*



Are there costs for certification?

- Yes, but the fees are modest AND
- Member surveys consistently demonstrate that certified professionals earn THOUSANDS of dollars per year more than non-certified professionals



Are there study materials available?

- Yes, NCMA offers a variety of written and on-line certification preparation materials
- And many NCMA Chapters offer study groups for certification candidates



Am I required to use NCMA's study materials?

- No, candidates may use any materials or method they desire to prepare for the certification exams



Why should I bother with NCMA's certifications?



Facts ...

- Employers expect and demand contracting professionals with broad business competency, not merely narrow technical skills
- In today's world, certification provides employers a level of confidence in employee ability that a college degree, of and by itself, often will not
- Certification gives one a competitive edge over an equally qualified individual who is not certified



More Facts ...

- NCMA's certification programs are the only ones in the contracting, purchasing, project management, or supply chain management fields which include a formal, comprehensive General Business Body Of Knowledge and exam
- NCMA's new certifications give one a competitive edge over holders of other certifications in contracting or closely related fields



I have more questions. To whom do I address them?

- *Steve Boshears, Chief Knowledge Officer, 1-800-344-8096, ext 410*
- *E-mail certification@ncmahq.org*

Or visit our website:

www.ncmahq.org

